

Message Text

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PAGE 01 COPENH 02809 292131Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-05 CIAE-00 COME-00
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R 271419Z APR 78
FM AMEMBASSY COPENHAGEN
TO SECSTATE WASHDC 6427
INFO AMEMBASSY OSLO
AMEMBASSY HELSINKI
AMEMBASSY LONDON
AMEMBASSY REYKJAVIK
AMEMBASSY STOCKHOLM

UNCLAS COPENHAGEN 2809

E.O.: 11652: N/A
TAGS: EAIR, DA
SUBJ: CIVAIR: NORTHWEST ORIENT AIRLINES TO CUT AIRFAIRS ON
U.S.-SCANDINAVIAN ROUTE

REF : COPENHAGEN 1571 AND PREVIOUS

SUMMARY: NORTHWEST ORIENT AIRLINES HAS FILED RATES FOR ITS
NEW U.S.-SCANDINAVIA ROUTE TO COMMENCE JUNE 8, 1978. ACCORD-
ING TO DANISH PRESS, AIRFARES WILL IN SOME INSTANCES BE UP
TO 29 PERCENT BELOW FARES PRESENTLY CHARGED BY SCANDINAVIAN
AIRLINES. RATE FILING IS PENDING ACTION BY GOVERNMENTS OF
DENMARK AND SWEDEN. END SUMMARY.

1. NORTHWEST ORIENT AIRLINES HAS FILED RATES WITH THE GOVERN-
MENTS OF DENMARK AND SWEDEN FOR ITS NEW TRANSATLANTIC ROUTE
BETWEEN THE U.S. AND SCANDINAVIA, TO START ON JUNE 8, 1978.
THE NORMAL 1ST CLASS AND ECONOMY FARES COINCIDE WITH IATA
RATES, BUT, ACCORDING TO DANISH PRESS, RATES FILED IN OTHER
INSTANCES MAY BE UP TO 29 PERCENT BELOW THE IATA RATES PRES-
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ENTLY CHARGED BY THE LOCAL SCANDINAVIAN AIRLINE (SAS).

2. THE LOW RATES FILED ARE DESCRIBED AS "ATLANTIC BARGAIN
FARE", AND, IF APPROVED, WILL BE MADE AVAILABLE AS FOLLOWS:

A) BUDGET FARE. TICKET MUST BE ORDERED AND PAID FOR 21 DAYS
BEFORE THE FIRST DAY IN THE WEEK OF DESIRED TRAVEL. AT LEAST

10 DAYS IN ADVANCE OF DEPARTURE, THE PASSENGER WILL BE NOTIFIED BY THE AIRLINE OF THE EXACT DEPARTURE DATE AND TIME.

B) STAND-BY FARE. TICKET TO BE PAID FOR AND ISSUED UP TO 2 HOURS PRIOR TO DEPARTURE.

3. THE NORTHWEST ORIENT AIRLINES BARGAIN FARES FILED COPENHAGEN-NEW YORK ROUND TRIP ARE AS FOLLOWS: LOW-SEASON: D.KR. 1985.- (IATA FARE D.KR. 2560) HIGH-SEASON: D.KR. 2360.- (IATA FARE D.KR. 3250). COPENHAGEN-BOSTON FARES FILED WILL BE ABOUT 100 KRONER LESS.

4. THE RATES FILED ARE NOW PENDING APPROVAL OF THE DANISH AND SWEDISH GOVERNMENTS. BEFORE ACTION IS TAKEN, THEY WILL INVITE SAS' COMMENTS. SAS PRESENTLY HAS A MONOPOLY ON THE SCANDINAVIA-U.S. ROUTE, AND IS FLYING STRICTLY AT IATA FARES. NORTHWEST ORIENT'S INITIATIVE IS A BLOW TO SAS, AND SAS HAS ALREADY AIRED TO THE DANISH PRESS ITS INTENTIONS TO PROTEST THE NORTHWEST RATES.

5. WE HAVE DISCUSSED THE ABOVE WITH NORTHWEST ORIENT AIRLINES MARKETING DIRECTOR PALSGAARD, WHO CONFIRMED SUBSTANCE OF THE CITED PRESS REPORTS. WE ARE FOLLOWING THIS MATTER CLOSELY, AND WILL REPORT AS DEVELOPMENTS OCCUR.
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NOTE BY OC/T: MESSAGE DELAYED IN TRANSMISSION.

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